



# Pipeline

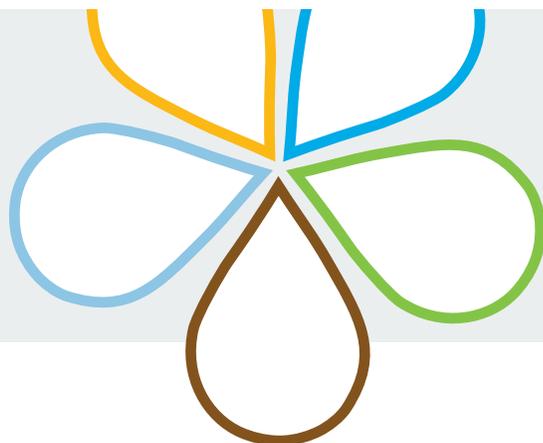
VOL 34, NO 1

PIPELINE IS THE NEWSLETTER OF MARYLAND & VIRGINIA MILK PRODUCERS COOPERATIVE ASSOCIATION

JAN / FEB / MAR 2018

**In this issue:**

- YC News ..... 2
- New Dairy Alliance..... 3
- Calf Housing Setups..... 4
- Fed Budget Deal helps Dairy ..... 6
- Farmer.gov Launches..... 6
- News & Recipes..... 7



## New Format, New Changes Lined Up for the 98th Annual Meeting

Maryland & Virginia’s 98th Annual Meeting is going to look and feel different than it has in the past.

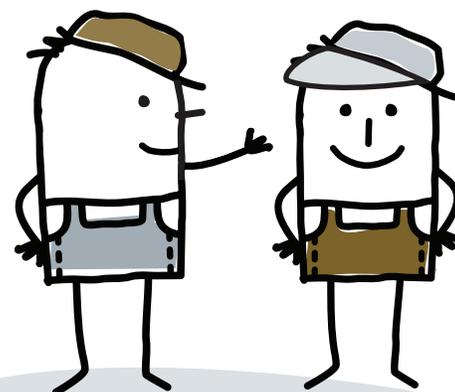
“The dairy industry is facing challenging times. Milk prices are low, morale is low, and dairy farmer confidence is shaken. We are dedicating more time to a members-only executive session-style meeting this year,” said President Dwayne Myers. “It is critical that we have more one-on-one time with our members and make sure they leave with a clear understanding of the cooperative’s position and strategy for the future.”

Besides the format, the locations for the meetings have also changed. In the North, the meeting will be held at Liberty Mountain Resort in Carroll Valley, Pennsylvania on Tuesday, March 27; and in the South, the meeting will be held at the Hickory Metro Convention Center in Hickory, North Carolina on Thursday, March 29.

The meetings in both locations will start at 9 a.m., and will be followed by a member recognition luncheon at 12:15 p.m.

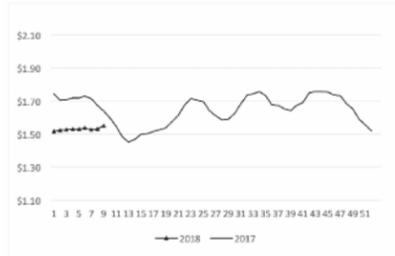
Please note that the cooperative will not be hosting a Ladies Program this year, nor will there be a silent auction.

Details and registration are available online at [www.mdvamilk.com/media-center/annual-meeting/](http://www.mdvamilk.com/media-center/annual-meeting/).



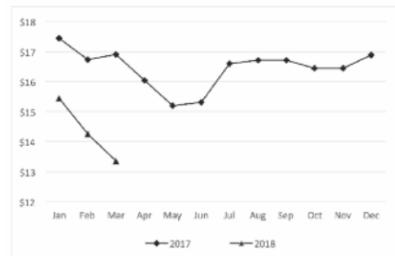
## Markets At-A-Glance

### NASS Cheese Price



The NASS Block Cheddar price for March 2, 2018 is \$1.5513 - \$0.09 lower than a year ago.

### Class I Mover



March Class I Mover is \$13.36 - down \$0.89 from last month. This price is \$3.54 lower than March 2017.

**More than thirty Young Cooperators (YCs) connected in Staunton, Virginia for Maryland & Virginia's Annual YC Conference in January.** YCs participated in interactive learning sessions, product taste-testing and mock crisis drills.

During the Town Hall Session, CEO Jay Bryant and the executive team presented YCs with the opportunity to ask candid questions and have open discussions about the current dairy market and cooperative. "We learned that finding a solution to the dairy industry's issues is not a cut and dry answer, both for the co-op and as producers," Rich Holsopple said. He and his wife, Shelby, farm in Friedens, Pennsylvania.

Veterinarian Dr. Eric Fold of Franklin, Tennessee, showed YCs how to properly disbud calves. He brought a calf cadaver head to allow YCs to learn and practice proper disbudding techniques.

"This year's Conference had more hands on interactive sessions that allowed us to test our skills on the spot. We had the opportunity to try disbudding methods with a professional guiding us. I left feeling more confident with the skills I learned," said Mary Crum. Mary and her husband, Jason, farm in Frederick, Maryland.

YCs also practiced how to respond to a crisis on their farm. With four mock scenarios, YCs interacted with field staff to work through a simulated on-farm crisis and developed a crisis plan. From a

manure spill, an aflatoxin positive load of milk to an animal abuse video, YCs rehearsed how they would respond if they were to face such a catastrophe on their farm.

Throughout the conference, YCs shared ideas, received handy on-farm tips from each other and built new friendships. "We enjoyed getting together with fellow YCs and getting to know Maryland & Virginia staff," Rich Holsopple said.



- Save the Date -

**YC SUMMER BREAK**  
Altoona, PA • June 17 - 19

Check [www.mdvamilk.com](http://www.mdvamilk.com) and the YC Facebook page for more details.

## YCs Connect in Staunton

### Altoona Couple Earns Top YC Honors

**Brian and Rachel Detwiler** of Altoona, Pennsylvania earned the title Outstanding Young Cooperators (YC) at the YC Conference. As Outstanding YCs, the Detwilers are invited to attend co-op board meetings, as well as events hosted by the National Milk Producers Federation in Washington, D.C. and Phoenix, Arizona.

Brian and Rachel have been farming in partnership with Rachel's parents, Joe and Veve McCutcheon, at Maple Kroft Farm since 2004. They milk 200 cows, raise 140 replacements and farm 180 acres. Brian and Rachel are blessed to have four sons, A.J. (13), Aiden (10), Andrew (8), and Abram (5), and to raise them in a multi-generational family farm environment.

Every year the Detwilers strive to connect with their local community, and show how dairy farmers work to provide a wholesome product. "We have church picnics at our farm and invite our sons' football teams out for hayrides," said Rachel. In the fall they open their farm gates to host 75 three-year-old preschoolers for a tour.

"Once you start opening your farm to the public, you end up building good relationships with non-ag people," she said. "I've realized visitors are really excited about the farm and want to come back again, especially the kids," Rachel added.

On the farm, Brian wears many hats; he's the herd manager, crop manager and employee manager, plus he milks and feeds cows. Rachel also milks and she handles the office side of the farm enterprise, from payroll and taxes to accounting and banking. The Detwilers are also active in the Blair County and Pennsylvania Farm Bureau and the Grace Baptist Church of Tyrone.



The Detwiler family

# Introducing

## The Dairy Alliance

The Southeast United Dairy Industry Association (SUDIA) has become The Dairy Alliance.

The change represents the new vision and mission of the organization. The Dairy Alliance has an emphasis on market-focused partnerships that proactively promote and protect the interests of 2,100 dairy farm families in the Southeast. The new branding initiative includes a new logo, a strategic mission and vision and a renewed effort to expand partnerships, and provide growth opportunities in the dairy industry.



"We are aligning our organization to more accurately reflect the vision of our dairy farmer board of directors and bring focus and clarity to the new mission of The Dairy Alliance," said Doug Ackerman, The Dairy Alliance Chief Executive Officer. "The rebranding is more than a new logo and a new name. It is a fundamental shift in how we position ourselves within the dairy industry, individual business channels and communities where we live and partner for a healthier future for us all."

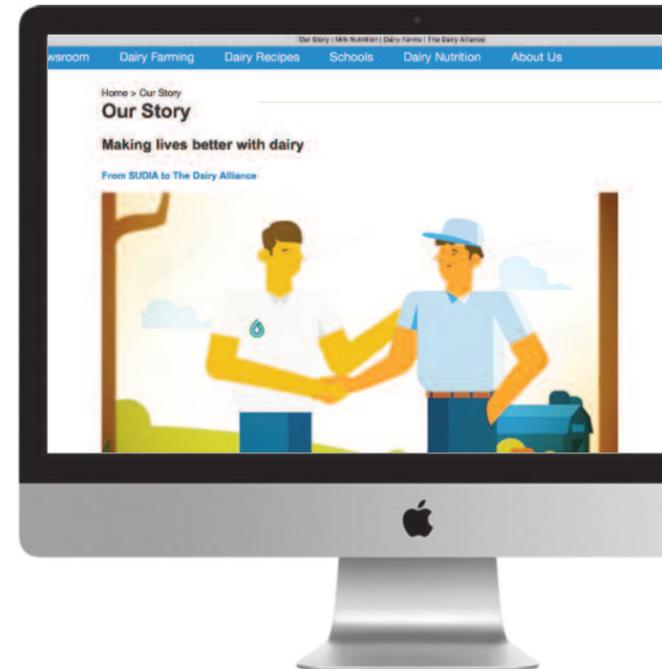
Since 1971, The Dairy Alliance has been the voice for dairy in the Southeast. The primary goal has been promoting milk and dairy foods for farmers and working with industry partners. The organization started with just four states and has

grown to nine, including Alabama, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee and Virginia.

The reorganization aims to represent its partners, to grow and to meet the challenges facing the dairy industry with knowledge and innovation.

"The dairy industry is facing several challenges, including the loss of producers, globalization and regulation," said Glen Easter, Chairman of the Board of Directors of The Dairy Alliance and third-generation dairy farmer. "This effort ensures the alliance is hitting our targets and that our families and partners are part of the conversations and, ultimately, the solutions."

The Dairy Alliance uses scientifically-based research and information to champion the dairy industry to organizations around the country including farm bureaus, departments of education, school nutrition associations, state nutrition directors, health professional organizations and others.



Pipeline is published by

**MARYLAND & VIRGINIA MILK PRODUCERS COOPERATIVE ASSOCIATION, INC.**

Amber Sheridan, *Editor* - [asheridan@mdvamilk.com](mailto:asheridan@mdvamilk.com)  
Rebecca Churchill, *Contributor* - [rchurchill@mdvamilk.com](mailto:rchurchill@mdvamilk.com)  
Daniela Roland, *Contributor* - [droland@mdvamilk.com](mailto:droland@mdvamilk.com)  
Ann Marie Ternullo, *Creative Director*

### HEADQUARTERS

1985 Isaac Newton Square West, Suite 200  
Reston, Virginia 20190-5094  
800-552-1976 phone  
757-952-2370 fax  
Dial Line 800-485-8067  
[www.mdvamilk.com](http://www.mdvamilk.com)

### OFFICERS

Dwayne Myers, *President*  
Jay Bryant, *CEO, Treasurer & Secretary*  
Kevin Satterwhite, *First Vice President*  
Jorge Gonzalez, *Assistant Treasurer*

Matt Hoff, *Second Vice President*



## Three TOP-NOTCH Calf Housing Setups

Dairy animal health experts agree that there is no single best design for calf housing.

Whether you're contemplating a new calf barn, retrofitting an existing barn or utilizing traditional calf hutches, they all can produce healthy, well-cared for calves.

According to the University of Wisconsin, the optimum calf housing environment should:

- > Provide adequate feed and water
- > Provide clean, dry, comfortable resting places
- > Minimize calf stress
- > Provide fresh air, while limiting drafts
- > Manage effects of extreme weather

Meet three members who have different calf housing setups, yet are able to grow healthy dairy calves for their future milking herd.

### 1 the RETROFITTED barn

Member **Tim Camp of T & W Farms, Inc. in Eatonton, Georgia** retrofitted an old free stall barn to house his calves. The Camps milk 1,250 cows and raise about 550 to 600 heifers every year.

In their year-old retrofitted calf barn, they can house 150 to 160 calves on milk using Delaval automated feeders. The barn has four pens to feed the calves on milk, plus another pen for the weaning group. Once weaned, their heifers are sent to a local heifer grower.

In the summer months, Tim uses sand for bedding, and in the winter he uses wheat straw. To maintain good ventilation, he runs variable speed fans all the time.

According to Tim, "The biggest benefit to our set up is a calf can eat anytime she wants. Our weaning weights are much larger than when we were raising calves in hutches. Calves are about 30-40 pounds heavier at weaning age now."

The Camps keep their system consistent with removing a newborn calf from the maternity area and giving

it fresh or frozen colostrum as soon as possible. Calves then stay in an individual wire pen for five days, and at day five are placed in a group pen.

"We try to wean a whole pen so we can take a few days to clean the pen thoroughly," Tim said.

The Camps have the same employees from their old barn setup caring for and monitoring the calves. They're able to have 2-1/2 employees tend to the calf groups. "That half employee is someone at mid-day walking through and checking on the calves," Tim noted.

Going forward, the Camps are looking into pasteurizing their colostrum based on the recommendation of their veterinarian. "We'd like to solve the issue with respiratory problems in calves and our vet thinks pasteurizing the colostrum could help," Tim said.

Overall, Tim is pleased with his barn renovation. "This was a great move for us. We took what we had and made it work. And the computer feeders allow us to raise really healthy calves with our setup," Tim said.

### 2 the NEW barn

**Burky Farm LLC of New Philadelphia, Ohio** has a new calf barn that enables them and their employees to provide optimal care for the pre-weaned calves. They recently built a 75 foot by 104 foot open-sided loose housing calf barn with a Holm & Loue automated calf feeder. The barn has four pens with 32 square feet per calf and is fitted with curtains on all four sides that can be opened top down or bottom up depending on weather conditions.

"We built this barn because we needed a better option than hutches," Chad said. Chad and his parents Gary and Wanda Burky operate the farm where they milk 600 cows and raise 575 replacement heifers. Chad is a fifth generation dairy farmer.

"We struggled with scours in the hutches. We had inconsistencies with the milk replacer being mixed and

with the quantity being delivered to the calves at each feeding," Chad said. He added that even with shade clothes, his calves in hutches suffered heat stress during the hot summer weather.

With the new barn, calves receive the best care starting at birth and are thriving in their new setup. "Our calves are immediately removed from the calving pen and moved to an individual pen in the calf barn and fed one gallon of colostrum within the first six hours after birth," Chad said.

In addition to the automated feeder, calves benefit from and grow well with the clean dry bedding. Pens are cleaned between each group and fresh sawdust is put down and covered with a layer of straw. Chad added that pens are bedded weekly and sometimes more depending on weather, and are cleaned around 20 days or close to half way through each group.

### 3 the CALF hutch

With easy labor and better calf comfort as a goal, **Cessna Brothers in Clearville, Pennsylvania** built their own calf hutches several years ago.

"We purchased the Sturdy Built panels and built the rest of the hutches ourselves," Wayne Cessna said. He and his brothers run a registered Holstein operation where they milk about 70 to 80 cows. In addition to raising their heifers, they keep all of their bull calves to raise as steers.

"At any given time we will have 15 to 21 calves on milk," Wayne said. He shares the calf rearing responsibility with his family, but his brothers Clinton and Craig do the majority of the calf feedings.

The Cessnas leave a newborn calf with its mother in the maternity pen long enough for the mother to clean off the calf. Then the calf is given colostrum as soon as possible, and moved to a clean and freshly bedded hutch.

Their hutches are set up with three individual pens in each section of the hutch. For feeding, the Cessnas feed whole milk two times a day. Calves are offered a 22 percent calf starter and water from day

one. To help calves combat cold temperatures, calves are bedded with straw, fitted with calf jackets and offered warm water.

The Cessna's attention to detail allows his calves to flourish. According to Wayne, "We have very few losses once calves are in the hutches. And we have almost a non-existent issue with respiratory disease."

Another benefit of the Cessna's setup is the ease of weaning on the calves. At eight weeks, the panels are removed from the pens and calves go from individual pens to groups of three. When they are moved to the heifer barn, they remain in small groups with no more than six calves in a pen.

"Before, a calf was moved to a new place at weaning, with a new group in a new building. Now there's much less stress on the calf during the weaning transition," Wayne said.

Wayne noted that labor efficiency is another perk to their calf hutches. They're able to use a skid-steer loader to clean out the hutches and when pens need bedding, there isn't much added labor.



## The best MICRO-ENVIRONMENT for a Calf

A calf's individual space is their "microenvironment." Make sure your calves' microenvironment is well maintained regardless of the housing you have.

#### BEDDING

Do the 'Knee Test': drop your knee into the calf's bedding for 15 seconds. If your knee is dry, the bedding is sufficient. If your knee is damp, then more dry bedding is needed.

#### NESTING

In cold weather, calves use energy to stay warm when temperatures fall below 50 degrees F. Provide enough dry bedding so that their legs are covered when they are laying down. This allows calves to nest and conserve heat.

#### VENTILATION

> Ensure proper air exchange. Without adequate air flow, moisture, ammonia and bacteria levels can build up and can cause respiratory problems leading to further complications.

> Think about location and direction when placing hutches or when looking at barn locations to optimize air flow.

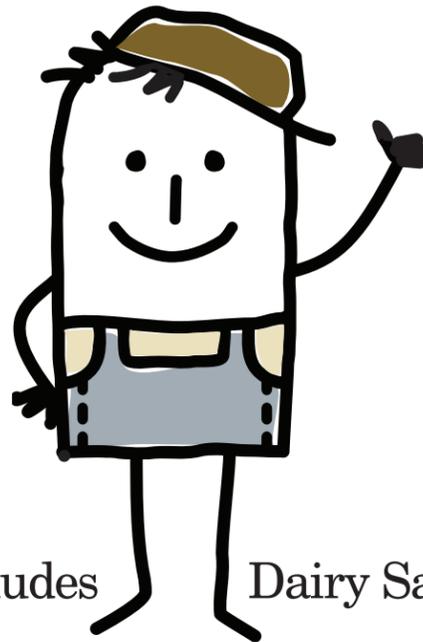
> Individual pens need airflow too. Fresh air should be evenly distributed to each calf.



**THE TWO-YEAR FEDERAL BUDGET AGREEMENT** signed into law by President Trump makes changes to the Margin Protection Program for Dairy (MPP-Dairy), and allows for the development of crop insurance-style products farmers can use to help protect revenues from milk sales.

The changes are part of a \$90 billion disaster assistance bill included in the budget deal to aid with the recovery from hurricanes in Texas, Florida and Puerto Rico and wildfires in California last year. The bill removes the \$20 million annual cap on livestock insurance programs such as the Livestock Gross Margin for Dairy (LGM-Dairy) regulated by the USDA Risk Management Agency (RMA). Lifting the cap means more private entities will develop insurance programs for milk sales revenues.

The bill also moves MPP-Dairy from bi-monthly program periods to monthly, and it expands Tier One covered annual production from four million to five million pounds. The new bill also raises the catastrophic coverage level from \$4.00/cwt to \$5.00/cwt in Tier One, waives the \$100 administrative fee for limited resource, beginning, military veteran and socially disadvantaged farmers, and reduces premiums on the first five million pounds of annual production. The USDA is also directed to immediately reopen the signup period for MPP-Dairy for 2018.



House Agriculture Committee Chairman K. Michael Conaway (R-TX) and Ranking Member Collin Peterson (D-MN) have championed the provision lifting the livestock insurance program cap, along with language allowing cotton seed to be eligible for the safety net on the disaster assistance bill which the House passed before the holidays. Senators Pat Leahy (D-VT) and Debbie Stabenow (D-MI) secured the MPP-Dairy changes with the help of Senate Agriculture Committee chairman Pat Roberts (R-KS). Stabenow is the Ranking Member on the Senate Agriculture Committee.

The significance of the dairy and cotton program changes for the upcoming Farm Bill debate cannot be overstated. Making changes during the debate to replace the current Farm Bill, which expires September 30, would have been very difficult because it would have required funds devoted to other programs be diverted to cotton and dairy. Other changes to MPP-Dairy, improvements in the feed cost formula for example, will likely come up when the House Agriculture Committee takes up a new Farm Bill; expected to begin in about a month. The list of necessary changes to the dairy safety net in the next Farm Bill is now much shorter, and that should help expedite the process than would have been the case without the added improvements to the budget agreement.

## Federal Budget Deal Includes Dairy Safety Net Improvements



## USDA Launches Interactive New Website for Producers

Agriculture Secretary Sonny Perdue announced recently that the USDA has set up the website [www.Farmers.gov](http://www.Farmers.gov) for agricultural producers to use to make appointments with local Department offices, file forms and apply for agency programs.

The USDA's Farm Service Agency, Natural Resources Conservation Service and the Risk Management Agency will have their programs highlighted on the new website. These agencies form the USDA's Farm Production and Conservation mission area. While the website is already live, new program and service information and features will be added in the coming months in order to reach the goal of making this the one-stop resource for accessing USDA programs.

"Many farmers are out in their fields using equipment that is connected to satellite and GPS technology, yet when they need to interact with USDA, they have to stop, fill out a paper form, and fax or carry it to their local office. That is a real digital divide," said Secretary Perdue. "Our staff is friendly, and they love to see farmers in person, but they know that time is valuable. Producers are working hard to make their farms profitable, so these tools will help get the paperwork done without taking a big chunk out of the day to fill out forms."

The Secretary's announcement also noted that when the 2018 Farm Bill is signed into law, the website will include plain language program descriptions and a tool to determine eligibility.

## Two Great Ways to Stay Informed

### 1. Sign up for Maryland & Virginia's E-Newsletter

Maryland & Virginia is launching an e-newsletter in mid-March to keep members informed of the latest co-op and industry happenings. The e-newsletter will be delivered to email inboxes on or around the 13th of each month and will coincide with the distribution of milk checks and the monthly market report.

In months when there is a Board of Directors meeting, the e-newsletter will go out after the meeting to include any notable meeting updates.

To join the mailing list, sign up online at <http://bit.ly/MDVAEnewssignup>. Please note that the e-newsletter is intended for members only. Individuals who sign-up will be required to verify association with the cooperative.



### 2. Member Portal Treasure Trove

There's more than quality results and payroll statements stashed inside Maryland & Virginia's online Member Portal. The next time you log on, click on the resources icon to find milk check forms, milk quality resources, and a lengthy list of animal care materials, including:

- Blank Herd Health Plan
- Employee Training Resources
- Dairy Cattle Care Ethics Agreement
- Sample SOPs Calf Care
- Sample SOPs Non-Ambulatory Care Template
- Sample SOPs Mortality Management
- Paste Disbudding SOP
- Herd Health Plan for Small Dairies
- New Employee Training Seminars

Problems logging in? Give the Communications Team a call at 800-552-1976, extension 7409 or 7406.



In Italian, tiramisu means "pick me up." What a fitting name for a sweet coffee and cream concoction. Authentic tiramisu recipes use raw eggs and imported Mascarpone cheese, which are delicious but make the recipe hard to assemble without a trip to the store. For a humbler and less caloric version, try using readily-available American dairy ingredients to make this tiramisu trifle.

### Tiramisu Trifle

- 2 cups vanilla Greek yogurt
- 1 lb. cream cheese, softened
- Two 7 oz. packages lady fingers (or pound cake cut into slices)
- 1 3/4 cup cold espresso or strong coffee

- 2 Tbsp. vanilla extract, cognac, rum, Tia Maria, Kahlua, etc. (opt.)
- Cocoa powder for dusting
- One 2 oz. bittersweet chocolate bar for shaving



Gently mix softened, room temperature cream cheese with Greek yogurt until well combined. Taste for sweetness (add 1/4 cup granulated sugar if desired). Mix espresso or coffee with vanilla extract or liqueur. Dip lady fingers or pound cake into coffee mixture and place in the bottom of a buttered 8"x8" pan. Cover lady fingers with half the yogurt mixture. Smooth top and add a second layer of soaked lady fingers. Top with the rest of the yogurt mixture. Dust with cocoa and use a vegetable peeler to top with chocolate curls. Let sit for a few hours in the refrigerator before serving for best results. *Decaffeinated coffee and lower-fat cream cheese may be substituted.*

HEY CO-OP COOKS – SHARE YOUR FAVORITE DISHES! Submit your recipe, contact information, and fun fact about you or the dish to [Rebecca Churchill](mailto:rchurchill@mdvamilk.com) at [rchurchill@mdvamilk.com](mailto:rchurchill@mdvamilk.com) or call 703-742-7409.

## TRADING POST

### FOR SALE

300+ acre farm for sale. Located in Monterey, Tennessee. Call 931-510-3832 for details.

### FOR SALE

1995 Walker trailer. 6000 gallon, 2 compartments. Call Larry at 443-277-2914.

### FOR SALE

Get more for your milk by owning Virginia Milk Commission Base. You don't have to be a Virginia resident to qualify. 150,000 pounds for sale. Asking \$2 per pound. Price negotiable. Call 540-399-1165.

### FOR SALE

Complete Milking System for sale. DeLaval trap and tank with 2" vacuum line; 185' stainless steel pipeline with DeLaval stallcocks including clamps; 8 AIC Freedom Milk-ers; Stainless Receiver jar with stand and milk pump; Bender pipeline washer; 2800 Westfalia vacuum pump. Asking \$6,000 for all or will sell items separately. Located in Bedford County, Pennsylvania. Call 814-977-9669.

### FOR SALE

Patz 140 stationary vertical mixer 10 hp electric motor, used 2 years, asking \$11,000. Call 410-259-6000.

### FOR SALE

John Deere 4995; Self-propelled disc mower with low hours; 20' Forage wagon with 19-ton running gear with flotation tires. Silo Pack 802C 9 foot Ag-Bagger. T7050 New Holland four wheel drive tractor with only 2500 hours. Milk tank and 2" stainless pipeline. 1,500 Mueller milk tank, and vacuum pump. Propane hot water heater. Call 717-552-1500 for all inquiries.

### FOR SALE

#2425 Jay-Lor Mixer Wagon – relined, new conveyor chute, new cork screw and knives, painted with decals. Ready to go. \$18,000. Call Terry Trout at 270-382-2866.

### FOR SALE

Dairy Tech 10 gallon and 30 gallon pasteurizers, 3 years old. \$4,000 for the 10 gallon, \$8,000 for the 30 gallon, or \$10,000 for the pair, or best offer. Call Ryan 301-491-5607.

To place a Trading Post listing, contact Daniela Roland at [droland@mdvamilk.com](mailto:droland@mdvamilk.com) or call 814-386-8000.

# HAVE YOU HEARD?

DAIRY NEWS FROM AROUND THE INDUSTRY



“We’re doing our very best to serve you better.”

## MilkPEP Finds Kids Want to Drink More Milk But Need Encouragement from Parents

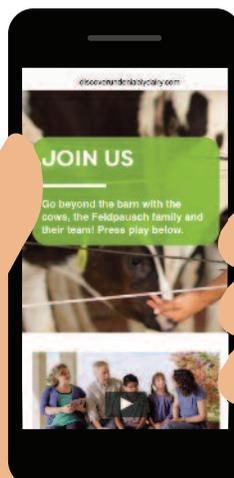
The Milk Processor Education Program (MilkPEP) sees kids between the ages of seven and 17 as a bright spot in potential volume growth for the fluid milk category. According to MilkPEP research, kids represent a core but often overlooked consumer audience that is driving much of the milk volume growth. “There’s an underleveraged opportunity out there and it’s standing right in front of us; those are kids,” said MilkPEP’s VP of Strategy and Insights Kikke Riedel. “They make up 21% of the population and they’re close to 40% of the (milk) volume.” MilkPEP uncovered that kids’ autonomy in making their own general food and beverage decisions sets in at age 14, but their decision and opinion on milk starts at age 11.

MilkPEP conducted a survey, asking 1,500 children between the ages of seven and 17 about their attitudes towards milk. “When you ask them why they don’t drink more milk, they say mom and dad tells them to drink a different beverage,” Riedel said. Roughly 15% of respondents also said that they would drink more milk if their mom and dad encouraged them to do so. “We need to knock down some barriers and we need to create motivators for the kid and one of the barriers is mom.” MilkPEP has focused its recent marketing efforts on targeting “tweens” with a television spot launched in June 2017 featuring young girls drinking milk to fuel their skateboarding under the tagline “Milk It!” — *The Dairy Reporter*



## Tell Teachers About the 360-degree Virtual Farm Tour

Discovery Education has partnered with the National Dairy Council and America’s dairy farm families and importers to bring fifth through eighth grade classes behind-the-scenes of the dairy community. Students will learn about modern farming, dairy’s journey from farm to school, and the innovations that are helping care for cows and communities. On the Discover Undeniably Dairy website, a Virtual Field Trip, a 360° video experience and an interactive 360° hot spot image with accompanying activities and educator guides are available. Discovery Education is the global leader in standards-based digital content for K-12, transforming teaching and learning with award-winning digital textbooks, multimedia content, professional development, and the largest professional learning community of its kind. Serving 4.5 million educators and over 50 million students, Discovery Education’s services are in half of U.S. classrooms, 50 percent of all primary schools in the U.K., and more than 50 countries. To share the video tours and information with educators, go to <https://www.discoverundeniablydairy.com/>. — *Nat’l Dairy Council*



### FIELD REPRESENTATIVES

**Rebecca Bush** | 443-693-2840  
rbush@mdvamilk.com

**Bob Cooksey** | 410-778-4603  
bcooksey@mdvamilk.com

**Kelli Davis** | 301-471-4152  
kdavis@mdvamilk.com

**Pat Evans** | 717-756-9193  
pevans@mdvamilk.com

**Ernie Fisher** | 301-788-4154  
efisher@mdvamilk.com

**Grant Gayman** | 717-261-6856  
ggayman@mdvamilk.com

**Robin Harchak** | 814-515-5772  
rharchak@mdvamilk.com

**Ashley Hoover** | 571-328-1803  
ahoover@mdvamilk.com

**Jim Howie** | 704-534-7958  
jhowie@mdvamilk.com

**Laura Jackson** | 540-272-0140  
ljackson@mdvamilk.com

**Dave Kleintop** | 717-756-6945  
dkleintop@mdvamilk.com

**Janae Klingler** | 717-305-8257  
jklingler@mdvamilk.com

**Carl Privett** | 336-466-0566  
cprivett@mdvamilk.com

**Peter Schaefer** | 717-756-6949  
pschaefer@mdvamilk.com

**Hannah Walmer** | 717-304-7967  
hwalmer@mdvamilk.com

**Steve Yates** | 615-425-6670  
syates@mdvamilk.com

### TANK CALIBRATOR

**Mike Kidd** | 814-623-8340  
mkidd@mdvamilk.com